

Message Text

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PAGE 01 MEXICO 11838 202008Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 XMB-02 /025 W
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P 202006Z JUL 78
FM AMEMBASSY MEXICO
TO SECSTATE WASHDC PRIORITY 1500
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PASS EXIMBANK FOR HARRY FORD

E.O. 11652: N/A
TAGS: BTIO, MX, EAGR
SUBJECT: FORD TRACTOR SALE

REF: MEXICO 7887

1. FORD IS PRESENTING BID TO MEXICAN GOVERNMENT FOR 2,500 FOUR-WHEEL TRACTORS WORTH ABOUT \$55,000 APIECE FOR GOM'S NATIONAL AGRICULTURAL PLAN (SEE REFTEL). SPANISH, BRAZILIAN COMPANIES ARE PRESENTING PROPOSALS AS WELL AS CASE AND TENNECO AND OTHERS.

2. THE PLAN WAS PRESENTED TO LOPEZ PORTILLO BY SECRETARY OF AGRICULTURE MERINO ON APRIL 27. IN 1978, THE PLAN AIMS TO ADD 186,000 HECTARES TO PRODUCTIVE AGRICULTURAL LAND, ADVISE 1.6 MILLION PRODUCERS, AND DEVELOP 16 RURAL DEVELOPMENT PROJECTS IN VARIOUS AREAS OF MEXICO. THE INVESTMENT IS TO BE FINANCED THROUGH SHCP (TREASURY), NAFINSA, AND BANRURAL. THE BANK OF MEXICO ALSO HAS A SPECIAL GUARANTEE FUND TO STIMULATE PARTICIPATION BY PRIVATE BANKS.

3. BANRURAL'S 1978 PROGRAM CALLS FOR 28 BILLION PESOS OF LIMITED OFFICIAL USE

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AGRICULTURAL CREDITS, AS WELL AS 8 BILLION PESOS IN PROGRAMMED ACTIVITIES. IN RECENT OPERATIONS, IADB AGREED TO LOAN \$60 MILLION TO FICAR, ONE OF BANRURAL'S UNITS, THROUGH NAFINSA, ON MARCH 20. BALANCE SHEET AS OF APRIL 30 BEING POUCHED TO EXIM BANK.
LUCY

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Message Attributes

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